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ABSTRACT

This expanded edition provides new information about successfully managing library acquisitions. Chapters include: "Acquisitions, the Organization, and the Future" (Carol Pitts Diedrichs and Karen A. Schmidt); "The Business of Book Publishing" (Patricia Glass Schuman and Charles Harmon); "The Business of Scholarly Journal Publishing" (Gary J. Brown); "Publishers, Vendors, Libraries: Troublesome Issues in the Triangle" (Audrey Melkin); "The Cost of Service: Understanding the Business of Vendors" (Scott Alan Smith); "Vendor Selection: Service, Cost, and More Service!" (Mary K. McLaren); "Vendor Evaluation" (Karen E. Cargille); "Selecting and Acquiring Materials from Abroad" (Thomas D. Kilton); "Approval Plans: Library-Vendor Partnerships for Acquisitions and Collection Development" (Joan Grant); "Acquiring Serials" (James R. Mouw); "Out-of-Print and Antiquarian Markets" (Margaret Landesman); "Gifts and Exchanges" (Steven Carrico); "Non-print Trading" (Y. Peter Liu); "Outsourcing Acquisitions: Methods and Models" (Glenda Alvin); "Basic Acquisitions Accounting and Business Practice" (Kay Granskog); "Payment Ethics: Librarians as Consumers" (Corrie Marsh); "Ethics in Acquisitions Management" (Barbara J. Winters); "Acquisitions Personnel Management, Organization, and Staffing Issues" (Lisa German); and "Licensing in Lieu of Acquiring" (Trisha L.Davis). (Contains an index.) (AEF)

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